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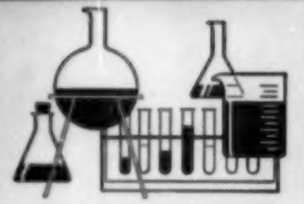

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Feed Broker and Feed Dealer

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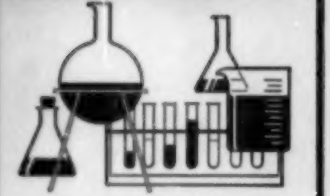

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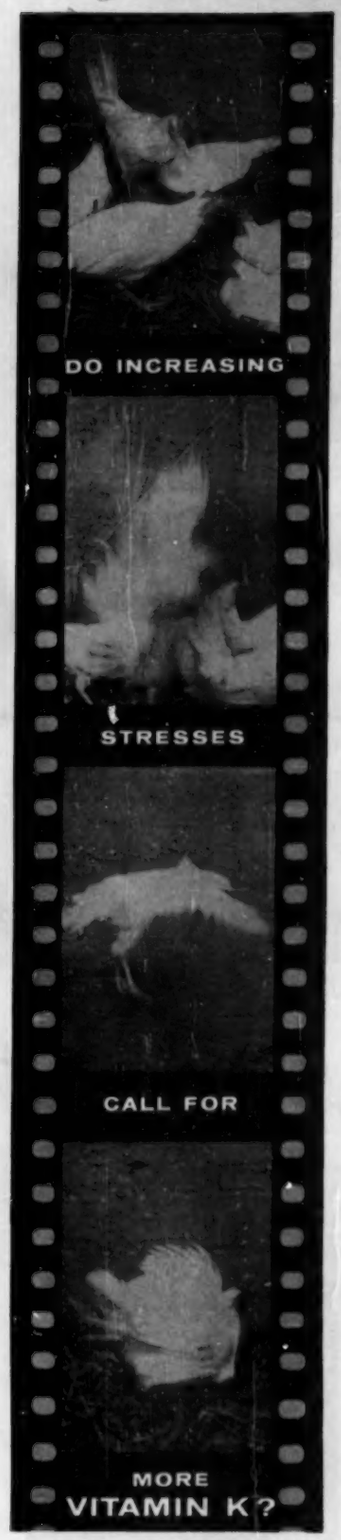

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Mutual Millers Hold Summer Convention

JAMESTOWN, N.Y. — Activities for the Mutual Millers & Feed Dealers Assn. summer convention here ranged from serious to comical. The convention included: A speech by Marvin L. McLain, assistant secretary of agriculture; a talk on "Who Shall Survive?" in the retail feed business; election of board members and a golf tournament.

In his talk on "Who Shall Survive?" Donald R. Huckle, director of nutrition, Cooperative Feed Dealers, Binghamton, N.Y., told the group that the dealer who survives will be the one who is not the "Jack of All Trades and Master of None" but a "Jack of All Trades" with a good, sound working knowledge of the trades he needs.

He further commented that the survivor will be the one who knows where to get help in the various fields when he needs it. "He'll be the one who keeps up-to-date in talking to other feed men in his area," Mr. Huckle continued, "in attending feed industry meetings and in putting to use the proven recommendations of colleges and experimental stations if they apply in his area. He'll also be the one who keeps up-to-date by supporting his feed organizations and by reading the trade magazines, clipping those articles which he can use in the future to be filed in a usable reference file. You may think that the feed man described above is 'Utopian', but there are successful feed merchants in this area. They're successful now and they'll continue to be successful because they know where they're going and they know how to get there. I hope you'll think about out dealer alphabet. Think about whether you qualify. If you don't qualify, do something about it now."

Mr. Huckle included in his definition of a retail feed merchant one who manufactures mixed feeds and sells them to feeders in his own retail outlets. "We do not intend to include wholesale feed manufacturers as such, even though some of the above may do some wholesale business," the nutritionist stated.

Dealer Alphabet

The alphabet Mr. Huckle gave the feed men follows: The feed man must be A, accountant and aggressive; B, banker (to the extent of keeping credit in line); C, competitor; D, decision-maker; E, efficiency expert, energizer (to keep employees on their toes) and entomologist; F, fighter; G, general (to lay out and direct a plan of action); H, housekeeper, host, hero and ham; I, intelligent and indulgent; J, judge and juggler; K, king; L, leader; M, manager; N, nutritionist; O, operator; P, purchasing agent, perfectionist, psychiatrist and public relations expert; Q, quiescent; R, researcher and responsible; S, statistician; T, thinker; U, "you" (the surviving feed man will know himself); V, veterinarian; W, worker; and XYZ, "xtras yet zeroing in on the dealer."

Directors Elected

In the business meeting of the organization, Harry Koerselman, Meyerink Milling Co., Clymer, N.Y., was appointed to the unexpired director post of George Edmunds, Sherman Steam Mills, Sherman, N.Y. Directors re-elected were: Stanley Hitchings, Griggs & Ball Co., East Aurora, N.Y.; Donald Mattison, James H. Gray Milling Co., Inc., Cattaraugus, N.Y., and Leonard Thiele, Thiele Coal & Feed, Inc., North Tonawanda, N.Y.

In the golf tournament, winner of the Harry Whitehead trophy went to Pete Worz, General Mills, Inc., holder of the low net score. Prize for the first low gross went to Rennie Merritt, Griggs and Ball Co., East Aurora, N.Y.

USDA Egg Program Debated in Florida

OCALA, FLA.—Action has been postponed on a suggestion that the Florida Egg Commission endorse promotion of a U.S. Department of Agriculture "Fresh fancy A-A" egg sale program in Florida.

Tom Mullin, head of the egg and poultry division of the Florida Department of Agriculture, has asked that the egg program be endorsed by the state. A spokesman for the commission reports, however, that the group is being confronted with strong objections to the proposal.

"Other states leading in egg production have adopted it," said Mr. Mullin, "and Florida poultrymen are going to be competing with shipped eggs bearing the USDA's double-A shield of approval. This is S-Day (survival day) for the poultrymen in Florida."

Carroll Waechter, Jacksonville egg dealer, said he had doubts that the federal egg certification program would have much benefit for Florida producers.

"Brand names mean far more than any USDA stamp," he argued, "and what the industry needs is larger assessments against producers with which to raise funds for promoting the sale of eggs generally in Florida."

Fun Day Golf Winners

MENDOTA, MINN.—Ed Cashman, Feed Service Co., Mankato, Minn., and Pat Loy, Master Mix Feeds, Madison, Wis., won top honors in the golf tournament held in conjunction with the Northwest Feed Manufacturers Assn.'s recent Fun Day at Lost Spur Ranch Club here (Feedstuffs, Aug. 27).

Mr. Cashman turned in the low gross score and Mr. Loy shot the low net.

Allied Mills Promotes Man in Sales Training

CHICAGO—The appointment of J. E. Williams as assistant director of sales training for Allied Mills, Inc. has been announced by E. D. Griffin, vice president in charge of sales.

J. E. Williams

Mr. Williams is a native of Arkansas and a graduate of the University of Arkansas. After several years experience as vocational agriculture instructor, he joined Allied Mills in 1954, serving as assistant district sales manager in the Memphis office.

Mr. Williams has had extensive experience in supervision of company stores, field work, and assistance to salesmen, as well as sales supervision. In his new position, he will assist W. H. Wallace, director of sales training in all sales and dealer training work.

St. Joseph Tourney Won with 75 Score

ST. JOSEPH, MO.—Don Provow, Morton Salt Co., with a 75 was the low gross winner at the golf outing of the St. Joseph Feed, Seed, Grain & Fertilizer Club at the Molla Country Club. Low net honors went to Wayne Schackmann, Thompson-Hayward Chemical Co. Other winners were Earl Branson, Earl Branson Co.; Jack Coup, Allied Paper Bag Co.; E. P. Miller, General Mills; Herb Whittaker, Whittaker Feed Co., Marysville; Edward Hoover, Missouri Pacific Railroad, and Ken Houston, Houston Feed Co.

There were 28 golf players for the tournament and about 40 attended the social hour and dinner in the evening. Door prizes of canned hams were presented to six members and guests.

Ray Gould, Dannen Mills, Inc., the new president of the club, outlined the programs planned for the current year, which began in July. Joe Joffem, Dannen Mills, Inc., program chairman, made arrangements for the golf outing and distributed the prizes.

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A WEEKLY NEWSPAPER
For the Feed Manufacturer, Feed Miller
Feed Broker and Feed Dealer

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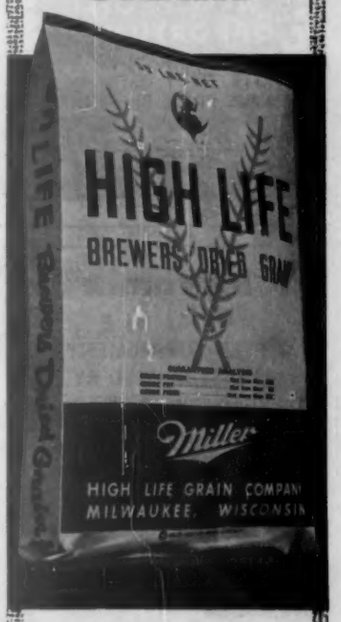

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Feed Grain Stocks to Increase Despite Use Rise, Crop Drop

WASHINGTON—Despite a record disappearance of feed grains in 1959-60 and an indicated further increase in disappearance in 1960-61, feed grain stocks are expected to continue to gain with a record supply of feed grains and other concentrates seen for 1960-61, the U.S. Department of Agriculture says.

Total supplies of feed grains and other concentrates for 1960-61 are estimated at 269 million tons, 2% above the record supply last year and 29% above the 1954-58 average. Allowing for the slight reduction in prospect for livestock on farms in 1960-61, the supply of 1.62 tons per animal unit also is a record, more than a fourth above the 1954-58 average.

Another big feed grain crop is in prospect for 1960 as a result of generally favorable weather through early September. The 1960 production, based on Sept. 1 indications will total 162 million tons, only 2% below the record output last year. A crop of this size would be larger than any before 1959 and 19% above the 1954-58 average.

This big feed grain crop this year probably will again exceed disappearance as it has done every year of the past eight, USDA notes. This year's 162-million-ton crop would permit a further increase in disappearance in 1960-61 and still leave a carryover into 1961-62 above the 77 million tons estimated for 1960 61. In 1959-60, total disappearance of feed grains reached a record high of 157 million tons, but this was 9 million tons below 1959 production and resulted in a comparable increase in stocks. The 3% rise in the supply this year over last brings the estimated supply for 1960-61 to 240 million tons, nearly 100 million tons more than eight years ago.

Moisture Favorable

Although feed grain crops generally have been a little behind schedule this year due to wet weather at planting time, ample moisture in most areas has been favorable to the development of the crops.

Sorghum grain yield per acre is expected to set a new record high and yields of each of the other three feed grains are only slightly below the record yields of 1958 or 1959. The total acreage to be harvested this year is estimated at 140.2 million acres, 3.5 million less than in 1959. The average yield per acre for the four grains is slightly above the high yield attained in 1958 and 1959.

Total sorghum grain supply for 1960-61 is estimated at 1,176 million bushels, 87 million above last year's record, with the 1960 crop estimated at 591 million bushels, 11 million more than the big 1959 crop. The Oct. 1 carryover is expected to total around 585 million bushels, about 75 million more than the year previous.

The 1960-61 corn supply is currently estimated at 6,058 million bushels, 166 million above last year's record supply. The 1960 crop was estimated in September at 4.182 million bushels, 4% less than in 1959, but nearly 800 million above the 1954-58 average. The record supply for 1960-61 would be sufficient to maintain disappearance at the high 1959-60 level and leave a little larger carryover at the close of the 1960-61 marketing year.

The 1960-61 supply of oats is estimated at 1,458 million bushels, slightly above the small supply last year. While the crop is 104 million bushels greater than the short 1959 crop, it is nearly offset by a smaller carryover. Disappearance in 1960-61 probably will be near the 1959 60 level and carryover into 1961-62 is expected again to be below the five-year average.

The barley supply for 1960-61 is estimated at 602 million bushels, a little below the big supplies of the last two years with disappearance expected to continue above average.

Total hay supply for 1960-61 was estimated in September at 134 million tons, 4 million less than in 1959-60. While the 1960 crop of 117 million tons is larger than 1959, the May 1 carryover was down.

Prices Lower

Feed grain prices may continue a little lower this fall than last, based on current prospects for large supplies and a reduced number of animal units on farms. Feed grain prices declined 4% from June to August, after rising seasonally during the first half of 1960. In August, prices of each of the four feed grains were below those of a year earlier—prices received by farmers averaged 5% lower.

Feed grain supplies have increased steadily during the last eight years. In this period, yield per acre has increased about 25% and production has gone up a third. Total disappearance also has increased substantially, reflecting heavier feeding per animal and rising exports. But production has consistently exceeded total disappearance during the eight-year period.

The average difference has been about 7 million tons annually or 5%. Although much will depend on the outcome of the 1960 feed grain crops and quality of the corn crop, some further increase in stocks is probable in 1960 61, though it may be less than in most other recent years. Nearly all of the increase in carryover in recent

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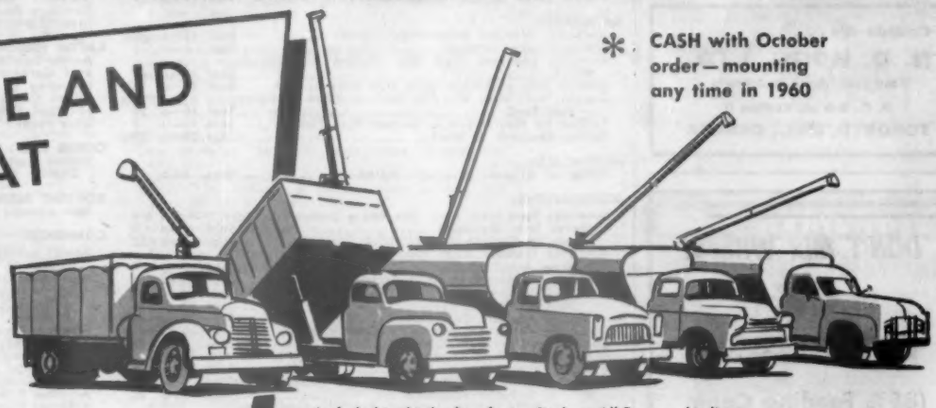

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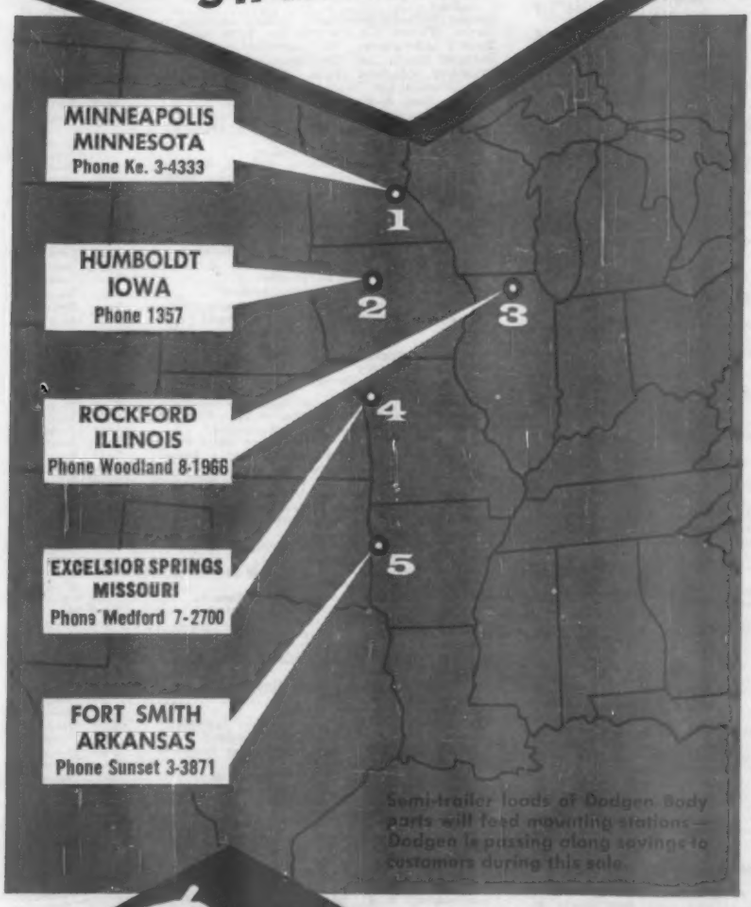

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FEEDSTUFFS

A WEEKLY NEWSPAPER

For the Feed Manufacturer, Feed Jobber Feed Broker and Feed Dealer

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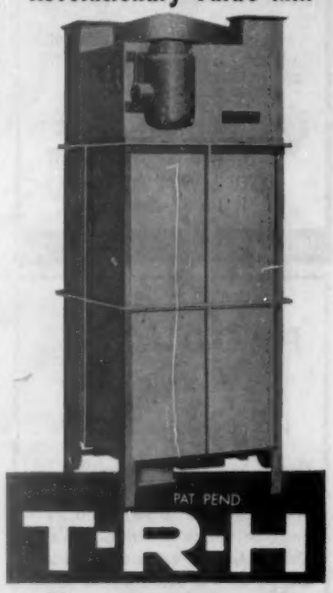

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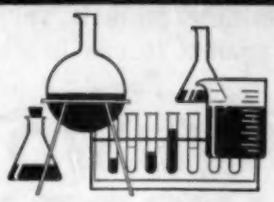

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Southeastern Poultry Group Plans Meeting

ATLANTA, GA. — The Southeastern Poultry & Egg Assn. will continue to emphasize business management problems at the Southeastern Convention to be held on Jan. 23-25, according to the recommendations of the group's program committee.

Meeting in Atlanta, the program committee recommended subjects ranging from inter-company communications to business mergers and public stock offerings.

In addition, committee chairman Norman Sanders pointed out that the program will feature developments in such basic fields as marketing, brooding and rearing, and housing.

Present at the meeting were: Norman Sanders, Farmers Cooperative Exchange, Columbia, S.C.; J. M. Tankersley, Twin Oaks Hatchery, Gainesville, Ga.; Hugh Purnell, Purnell's Pride, Tupelo, Miss.; Bryant Woosley, Dixie Home, Shelbyville, Tenn.; Austin Middleton, Alabama State Hatchery, Dothan, Ala.; Vic Pringle, Rockingham Marketing Co-op., Broadway, Va.; Paul Thomas, Southeastern Turkey Ranch, Sumter, S.C.; Robert Beville, Feed-Seed Supply Co., Chattanooga, Tenn.

Ken Laurent, Marbut Milling Co., Augusta, Ga.; Francis Garvin, Holly Farms Poultry Co., North Wilkesboro, N.C.; Paul Morgan, Morgan & Sons Poultry Co., Guilford College, N.C.; Clyde Driggers, chairman, poultry department, University of Georgia, Athens, Ga.; Mays Montgomery, Tilmont Eggs, Inc., Athens, Ala.; Merlin Bryant, Brundidge Milling Co., Brundidge, Ala.; John Yarbrough, The Georgia Poultry Times, Gainesville, Ga.; Harold Ford, Walter Henderson and Gordon Sawyer, Southeastern Poultry & Egg Assn., Decatur, Ga.

Joins Tuxedo Feeds

CINCINNATI—Robert Bird, formerly mill manager for Dunreith Grain Co., Dunreith, Ind., has joined the Early & Daniel Co. here. Mr. Bird will be the southeastern Indiana representative for the complete line of Tuxedo Feeds, according to the announcement.

Mr. Bird attended Purdue University and had his own feed business prior to joining Dunreith Grain.

CONFERENCE

(Continued from page 16)

commercial feeds and among producers.

"At present, however, there are 47 medicaments cleared for use in animal feeds, the majority of which are used in poultry feeds," Dr. Price said. "A particular feed manufacturer may or may not be in position to offer a feed containing a particular medicament due to the prior sanction provisions, but 47 medicaments can be incorporated into feeds by the majority of feed manufacturers."

Changes which occur with respect to the use of medicaments result from increased knowledge in the field of the biological and chemical sciences. With increased knowledge, further changes can be expected, Dr. Price said.

Mr. McDonald said if the lives of animals only were at stake decisions on certain additives by the FDA would be much easier. But the agency is concerned with the health of man. He described the Food Additive Amendment's so-called grandfather clause as a "sleeper." He said it requires the FDA to impose procedures that are unfair and unrealistic.

The clause says that any substance used in accordance with sanction or approval granted prior to the enactment is excepted from the requirements set forth in the definition of the term "food additive."

"This means," Mr. McDonald said, "that, if you as a single manufacturer have received prior sanction on a product, you can continue to make distribution of that product, whereas your competition or someone else who has not received prior sanction can not obtain clearance on the same product. This, of course, is not only ridiculous, but it is completely unfair. If a commodity is unsafe for use in the one category, it would certainly be unsafe for use in the other.

"I feel confident on the basis of policy that has been adopted so far," Mr. McDonald said, "the Food and Drug Administration would immediately revoke the approvals previously granted on the questionable compounds, if it were not for the grandfather clause. If this were done, I feel confident that the drug manufacturers and others concerned would immediately launch into a program designed to develop new substances with proven safety and efficacy or else provide substantive data as to the safety and efficacy of the compounds now available.

"It is my opinion that a great portion of diseases are preventable through proper management rather

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DRIVEWAY—Bulk trucks are loaded in the driveway from overhead bins by an operator using rack and pinion valves and looking through the window into the office for the weight reading on the 50-ton truck scale.

NEW PLANT

(Continued from page 20)

in design, yet does not require extensive vertical space.

Pellets move from the inclined conveyor onto a Strong-Scott reciprocating sifter which separates the fines. They are then elevated back into the mash bins over the pellet mill by the 20 h.p. fan on the cooler.

The Tarkio plant does not have a crumble roll at this time, but it can be added later just ahead of the sifter.

LOADING OUT OR PACKING—Most of the Tarkio production goes out in bulk. There are ten 20-ton load-out bins located over the driveway, and the 50-ton truck scale. A truck is loaded out by an operator working rack and pinion valves from the driveway, watching the scale dial through the office window.

When the feed is sacked, it goes into a bin that spouts into the warehouse area where it is packed off through a Winborn packer equipped with an automatic scale and a sewing head. One or two operators can handle the packing, depending upon what capacity is desired.

Sacks are loaded onto pallets and moved by a Yale fork lift truck to the adjacent 50-ft. by 80-ft. Behlen steel building which has a 10-ft. by 24-ft. loading dock.

Operated by Four Men

The mill is designed to be operated by four men—one man handling the receiving and bulk load-out, one man handling the hay grinding and warehousing, and two men inside the mill handling the grinding, mixing and pelleting.

Manager of the plant is Robert F. Hessell. The corporation's officers and directors are: George W. Knepper, president; O. C. Swackhammer, vice president; Stanley Irvine, secretary; Dean Watson, treasurer; Donald Hurst; R. S. Irvine; Max Van Hoozer; L. D. Knepper; Leland Graves; Melvin Rolf; Clark Rhoden; James Low, and Frank McDermand. Mr. McDermand and Mr. Rhoden are from Kansas City; Mr. Graves is from St. Joseph; Mr. Rolf from Rock Port, Mo. The rest of the men are from Tarkio.

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October and Seasonal Dehy Production Up

KANSAS CITY—Both October and cumulative production of dehydrated alfalfa this year show gains over 1959, according to survey results reported by the American Dehydrators Assn.

The seasonal increase, Jan. 1 to Oct. 31, amounts to about 4%—from 814,854 tons in 1959 to 849,433 tons in 1960. The October gain was about 5½%—from 61,257 tons to 64,719 tons.

Although Jan. 1-Oct. 31 production of dehy grew from 664,983 tons last year to 679,889 tons this year in states between the Rocky Mountains and the Mississippi River, production in Nebraska, which accounts for more than a third of total output, dropped from 379,831 tons to 374,768 tons during the same period. Kansas, No. 2 state in dehy output, increased its Jan. 1-Oct. 31 dehy production from 106,444 tons to 119,964 tons.

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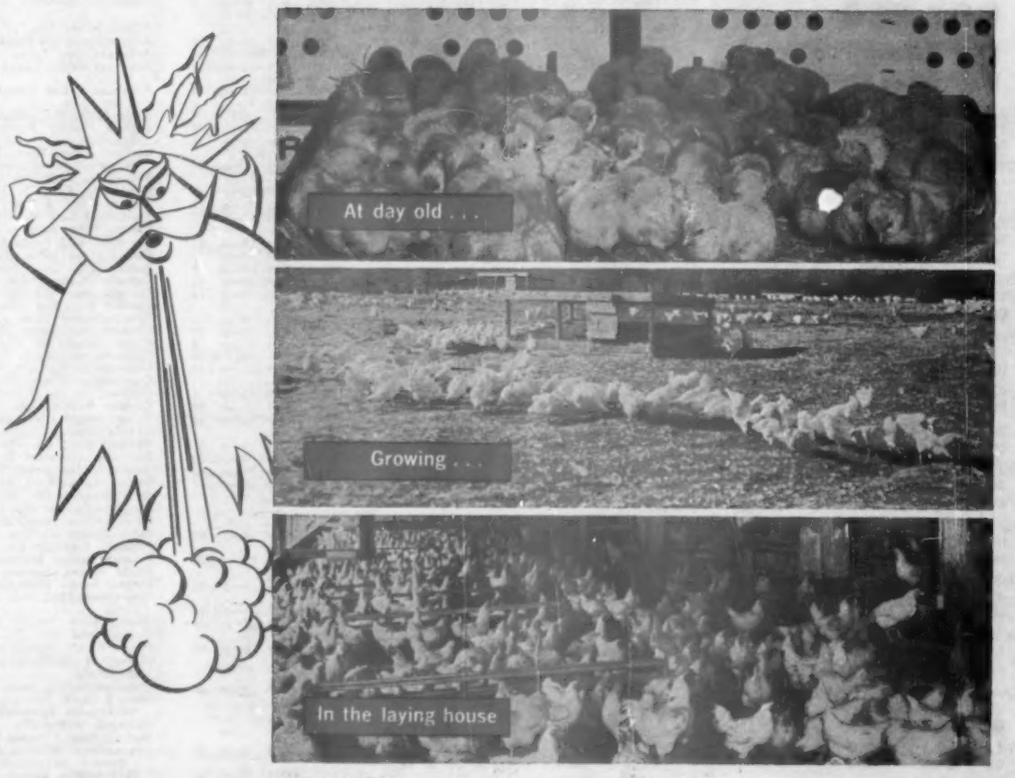

From the day you put in your first flock of Arbor Acres 50's you can see the difference — not so much the color as the extra vigor in these new pullets. Even in long stretches of cold, wet weather . . . under any other conditions of unusual stress, "50's" live better than purebred pullets. You'll *know* it when housing time comes. One of the country's best-known integrated operators ran a split-flock test during the growing period: he housed 10% more "50's" than "controls"! And your "50's" will withstand stresses better in the laying house, too.

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FEEDSTUFFS
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For the Feed Manufacturer, Feed Jobber, Feed Broker and Feed Dealer

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Egg Production Maintained with Less Floor Space

GAINESVILLE, FLA. — With the cost of laying houses rising, recent tests at the University of Florida indicate that the amount of floor space per layer may be reduced and layers will maintain satisfactory egg production.

Pullets allowed 1.5, 2.0, 2.5, 3.0 and 3.5 sq. ft. per bird varied only slightly in the number of eggs produced, Dr. R. E. Cook, poultry division, pointed out to the Florida Nutrition Conference and the annual convention of the Florida Feed Dealers Assn.

Comparisons were made using commercial White Leghorns that had been raised with one half in confinement and the balance having free access to range. Both groups were raised in the same type of pens, with the amount of floor space balanced. Feeder space and nests were adjusted in all pens so that each bird had an equal amount of feeder and nest space.

The pens were started with approximately 4 in. of dry shavings for litter, with the level increased after three months to approximately 6 in. The litter was stirred on an average of once a week.

"The results from the 11 month test indicate little difference in egg production between the various floor space allowances on the range- and confinement-reared birds. The mortality was very low in all pens for the entire period of the test, with no advantage being noted for any rearing method or floor space allowance. Litter condition was the greatest disadvantage noted. The pens with 1.5 and 2.0 sq. ft. per pullet soon became damp and caking was observed throughout the last half of the test. Along with the wet litter, the number of dirty eggs increased," he said.

The tests were made in a concrete block laying house, with no mechanical ventilation. There was no great difference in the mortality rate, the greatest problems being with dirty eggs and dirty hens.

The tests are going to be continued for another year with different types of litter being used in the experiments, Dr. Cook said.

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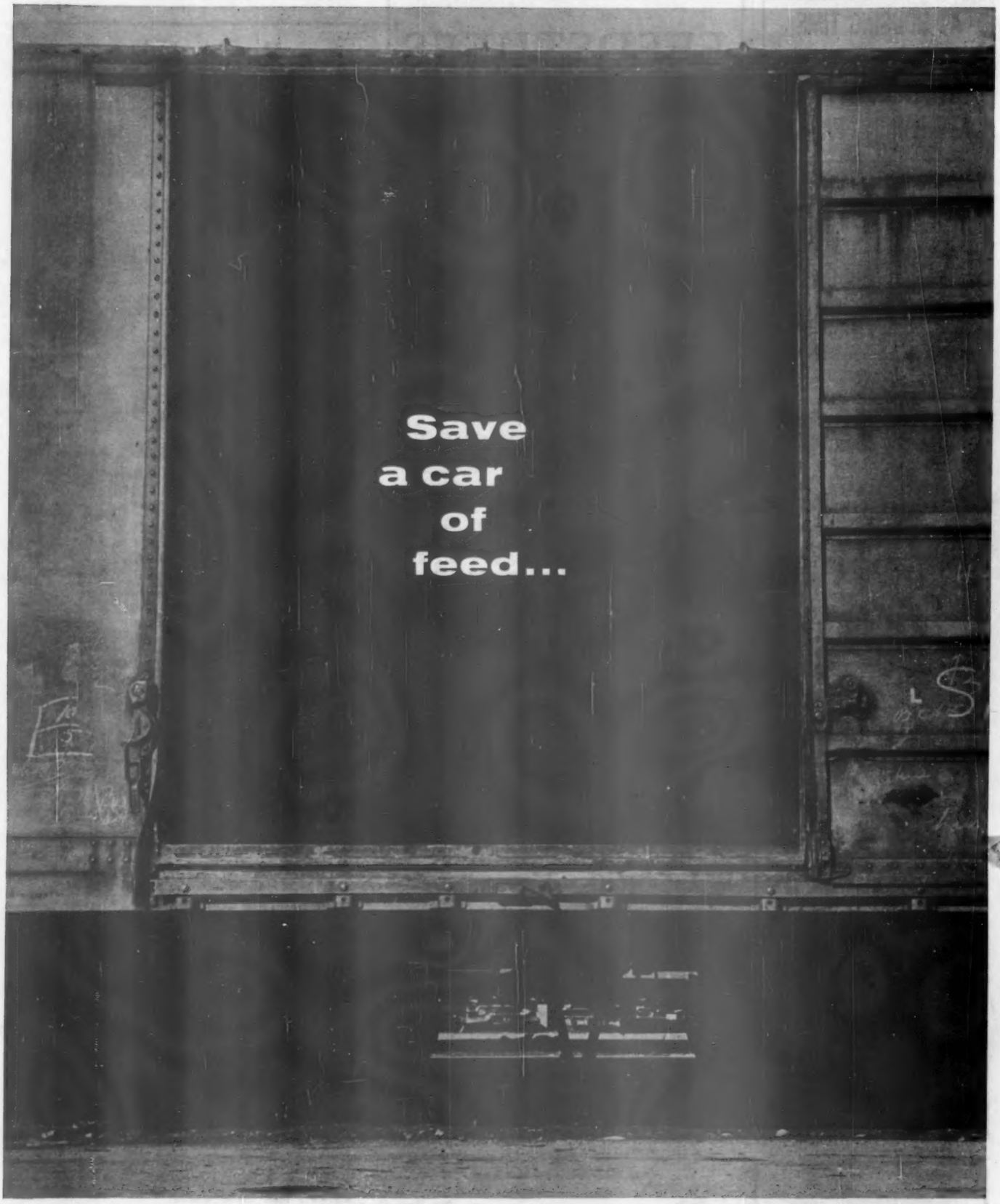

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North Dakota Tests Show Protein Needs Of Growing Pigs

FARGO, N.D.—Research conducted at North Dakota State University shows that lysine is one of the limiting nutrients in a proso-soybean oil meal ration for pigs weighing from 30 to 80 lb.

This experiment, one of several presented at North Dakota's 3rd Annual Swine Day, indicated that a 13.5% ration consisting of proso and soybean oil meal does not support gains equal to a barley and soybean oil meal ration of the same protein content.

According to feed composition tables, the lysine content of proso is lower than barley. If the protein content of a proso-soybean oil meal ration is increased, performance of the pigs is improved, researchers report.

The experiment included a paired-feeding trial involving three litters (8 gilts and 2 barrows) with five pigs on each ration.

Pigs receiving the ration with lysine added gained 56% faster on 36% less feed, indicating a highly significant difference between rations.

Using Barley Rations

In another test, designed to determine the value of adding lysine, soybean oil meal or a combination of lysine-soybean oil meal to barley rations, inconclusive results were obtained since the animals in different lots did not perform similarly on the same rations.

Following are the different rations and results compared:

Ration 1 was the control ration and consisted of barley plus mineral and vitamin addition; ration 2 was the control ration plus 0.1% lysine; ration 3 was the control ration plus soybean oil meal; ration 4 was the same as ration 3 with 0.1% lysine added, and ration 5 contained soybean oil meal in amounts to equal the lysine content of ration 4.

The test results indicate that rations 4 and 5 (high levels of lysine) performed significantly better than rations 1 and 2. The pigs receiving these rations were from 5 to 7% more efficient in feed required per pound of gain.

Scientists point out, however, that animals on the control ration performed very satisfactorily on a barley, mineral and vitamin mix (averaging about 1.44 lb. daily gain on 3.46 lb. of feed per pound of gain). Lots 4 and 5 averaged 1.58 and 1.61 lb. daily gain, respectively, on 3.24 lb. of feed per pound of gain.

The variation of the pigs in daily gain and feed per pound of gain on the same ration in the two replicates complicates the analysis of the experiment, explain the researchers. The experiment will be run again at a future date.

Fattening Pigs

In another trial to determine at what weight fattening pigs can be switched to a lower protein ration and still maintain satisfactory performance, the pigs were fed grower until they reached about 50 lb. live weight. Protein analyses of the two rations used in the test were 14% and 12.5%.

Data are not conclusive, say researchers, but indications are that feeding the pigs a higher protein ration in the beginning and then switching to a lower protein feed from 75 to 125 lb. is as satisfactory as feeding a higher protein ration for the duration of the fattening period.

The test did show that the lower protein ration was not satisfactory as the only ration fed during the fattening period. Part of the variation observed in daily gain between the lots was accounted for by the researchers through differences between litters used in the test.

The third phase of the test also showed that barrows gained significantly faster than gilts, 1.87 to 1.61 lb. per day.

Another experiment tested the use of lysine, Baciferm and a combination of the two. An interaction between one of the treatments containing both Baciferm and lysine and a ration containing a high level of malt sprouts occurred in this experiment.

The pigs in this lot gained significantly faster (13.7%) than pigs in the other lots and were more efficient (9.7%) in conversion of feed into meat. There were no differences in daily gain between rations or treatments when the interaction was taken into consideration. Barrows gained significantly faster than gilts.

The addition of lysine to the control ration did not alter the daily gain but decreased the feed required per pound gain by 6.8%. Baciferm seemed to have no effect on the control ration and the combination treatment produced the same results as did the lysine addition.

S. C. PRODUCES 90% OF EGG NEEDS

COLUMBIA, S.C. — State Agriculture Commissioner William L. Harrelson says South Carolina poultry farmers "produced enough eggs in 1960 to meet 90% of the state's egg consumption requirements."

This represents an increase of 40% over state egg production in 1956, when the state's new egg law went into effect. Most of the eggs sold in that year were far below the present grade of quality, and grade double "A" eggs were practically unknown.

"From 1952 to 1956, South Carolina farmers produced an annual average of 504 million eggs. In 1959, production climbed to 691 million," Commissioner Harrelson pointed out.

New Mill Planned

CALDWELL, KANSAS — Work will start shortly on a new feed mill for the Farmers Co-operative Grain Co. here, it has been announced. It will increase the firm's feed manufacturing capacity to about 200 tons per eight-hour day. The mill will be converted to a bulk handling operation and the rebuilding involves construction of considerable bulk feed storage. Cost of the project is estimated at about $50,000. Forster Mfg. Co., Ada, Okla., is the contractor for the new plant.

HONORARY DOCTORATE — D. W. McMillen, founder of Central Soya, received an honorary Doctor of Humanities degree from Indiana Technical College at commencement exercises in Fort Wayne, Ind., recently. The degree was presented by Dr. Archie T. Keene, president of Indiana Technical College. Mr. McMillen was the principal speaker at the college's 34th annual commencement rites. He told the graduates, "We become what we think about. You must always have an inquiring mind and the thirst for more learning and knowledge." A pioneer in the soya processing and formula feed business, Mr. McMillen founded Central Soya in 1934.

Spain Says U.S. Can Sell It Plain Soy Oil

ZARAGOZA, SPAIN—Spain's minister of commerce has announced here at the 20th International Fair that U.S. soybean oil now can be sold direct to Spanish people without combining with olive oil.

"Since our civil war," said Alberto Ullastres, "we have had to import vegetable oils to meet the demand of our people, but we have always insisted that they be blended with our home-produced olive oil. We felt this would not only protect the home industry but would make the product more palatable since our people are accustomed to olive oil. However, many of our people have now become used to the pure soybean oil because of the education work that has been done by the Soybean Council of America, Inc., at fairs such as this."

Minister Ullastres said Spain is permitting the direct sale of soybean oil "because we recognize that there are consumers who actually prefer that product and we want them to have it at the lowest possible price." Soybean oil can be sold direct at 20 pesetas to the litre as against 21 pesetas for the blended mixture.

Under the new ruling, according to Javier de Salas, Spanish director for the Soybean Council, Spain is expected to import more than 500 million pounds of soybean oil in 1960-61. The 1959-60 total was 446 million pounds.

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December, 1960

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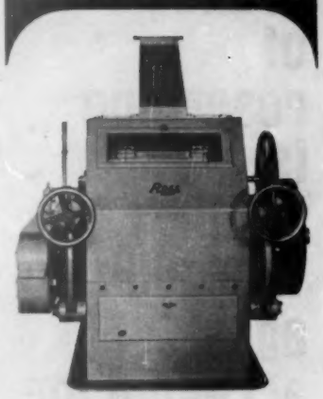

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Conference Center

SAN DIMAS, CAL. — California State Polytechnic College has established a statewide conference center two miles from here in the San Jose hills adjacent to Los Angeles County's Puddingstone reservoir, according to Julian A. McPhee, college president.

Mr. McPhee said that the college's Voorhis unit will now be devoted to conferences, institutes, workshops, seminars and similar events with special emphasis on assistance to groups from agriculture, business, industry, government and education. The college unit's tile-roofed Spanish type residence and meeting facilities have been converted to adult requirements. Planning for the Voorhis Conference Center has been underway since 1956.

The college "home campus" at San Luis Obispo and its Kellogg campus at the edge of Pomona will continue as undergraduate facilities.

Iowa Firm Expands

OSKALOOSA, IOWA — Construction is to start at once on the Productive Acres Manufacturing Co. plant addition, here, it has been announced by Harold S. Palmer, president. The Deso Co., Oskaloosa, was low bidder for construction of the steel building to be erected adjoining the present plant. Bid price was $67,-315. Sale of bonds for the addition was handled by the Oskaloosa Chamber of Commerce.

Returns to Purina

ATMORE, ALA. — Bruce Hutto, formerly with Southern Poultry Co., Monroe, Ga., has returned to Ralston Purina. He will cover south Alabama and northwest Florida as district salesman.

Mr. Hutto was with the company from 1945 to 1960, resigning to become supervisor of growing operations with Southern.

STORAGE CONSTRUCTION

RALEIGH, N.C. — At a meeting held here recently, directors of the North and South Carolina Farmers Cooperative Exchange gave final approval for construction of a feed and grain storage installation at Farmville. G. D. Arndt, general manager, said work is expected to begin in the near future.

Day Sales Co. Names Oren D. Smithgall

MINNEAPOLIS — The Day Sales Co. here has announced that Oren D. Smithgall has joined the firm's Hoboken, N.J., sales staff. He will service the metropolitan New York area, according to R. E. Gorgen, president of the firm.

O. D. Smithgall

Mr. Smithgall was formerly associated with Daffin Manufacturing Co. He has had over 12 years experience in sales, engineering, operation and testing of processing and conveying equipment for feed manufacturing, flour processing and industrial, chemical and plastic fields. During the last five years, Mr. Smithgall was associated with Sprout, Waldron & Co., Inc.

His assignments for The Day Sales Co. will include the planning and installation of pneumatic conveying systems and equipment.